Lora Cecere

Founder of Supply Chain Insights with 40+ Years of Supply Chain Expertise

Harnessing the Power of Big Data in Operations Data velocity and variety are redefining demand and supply insights and driving new capabilities for supply chain leaders. In this session, gain an understanding of new forms of analytics and how leaders are using analytics to power new capabilities.

Supply Chains to Admire The list of the Supply Chains to Admire is based on four years of research on balance sheet and income metrics to determine what is possible and define which companies are driving the greatest success. In this discussion of driving improvement and raising the bar to higher levels of performance, the audience will learn what did and did not work to drive higher levels of performance (Price to Tangible Book Value or PTBV).

Metrics That Matter In this presentation Lora will share insights on which metrics matter and how the management of a balanced portfolio drives a higher level of market value. This presentation is ideal for a cross-functional team struggling with which metrics to choose, how to determine the targets, and with change, what rate of performance improvement is possible.

Market-Driven Value Networks The management of demand is a major gap for most companies. In this session the audience will be challenged to think about demand differently, from the customer's customer to the supplier's supplier, outside-in, while defining the processes of demand sensing, demand translation and demand orchestration. This presentation builds on conventional demand-driven concepts and teaches how to apply them in building effective value networks.

Making the Digital Pivot Digital supply chains are outside-in, building on a confluence of technologies. While the list of new and promising technologies goes on and on, the question is how to best use them. In this presentation Lora describes how companies use these technologies to drive new levels of improvement in corporate performance.

The Race for Supply Chain 2030. How to Build Next-Generation Supply Chain Capabilities What does the future of supply chain management look like? How should companies prepare? Gain insights on how technologies are changing and what this means for process innovation and the design of organizational teams.